

Message Text

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16

ACTION EUR-25

INFO OCT-01 ISO-00 CIAE-00 DODE-00 PM-07 H-03 INR-10 L-03

NSAE-00 NSC-10 PA-04 RSC-01 PRS-01 SPC-03 SS-20

USIA-15 ACDA-19 IO-14 SCI-06 SCEM-02 INT-08 SAI-01

NIC-01 NEA-10 COME-00 DRC-01 OMB-01 STR-08 TRSE-00

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P R 140647Z DEC 73

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC PRIORITY 4628

INFO AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY THE HAGUE

USMISSION OECD PARIS

C O N F I D E N T I A L MOSCOW 15595

E.O. 11652: GDS

TAGS: ENRG, NL, UR

SUBJECT: DOW CHEMICAL NAPTHA PURCHASES FROM USSR

REF: THE HAGUE 5452

1. DOW CHEMICAL USSR SALES REP, CURRENTLY IN MOSCOW FOR NEGOTIATIONS WITH SOVIETS ON 1974 CONTRACTS AND ON ESTABLISHMENT OF DOW'S MOSCOW OFFICE, ADVISED EMBOFF DECEMBER 13 THAT HE HAD NOTED NO RPT NO SOVIET CONCERN OVER PRESS REPORTS (REFTEL) OF SOVIET SALES OF FEEDSTOCKS FOR DOW'S NETHERLANDS OPERATIONS. 1973 CONTRACT, WHICH DOW REP EXPECTS WILL BE FULFILLED WITH ONLY MINOR SHORTFALL POSSIBLE, PROVIDES FOR 1.2 MILLION TONS OF NAPTHA. SOVIETS HAVE AGREED INCREASE 1974 NAPTHA DELIVERIES, ALL OF WHICH FOR TERNEUZEN CRACKER, TO 1.4 MILLION TONS. IN ADDITION, SOVIETS HAVE AGREED SELL DOW FOR DELIVERY DIRECTLY TO US 500,000 TONS OF GAS-OIL. DOW REP ESTIMATED THAT GAS-OIL PRICE WOULD BE APPROXIMATELY
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\$90 PER TON, ALTHOUGH HE ADMITTED THAT IT WAS IMPOSSIBLE

OBTAIN FIRM PRICE COMMITMENTS FROM SOVIETS AT THIS TIME.
DOW'S TURNOVER WITH USSR SHOULD REACH \$200 MILLION IN 1974,
WITH SOVIET SALES TO DOW AMOUNTING TO AROUND \$150 MILLION.
(COMMENT: GAS-OIL SALE WILL MAKE SUBSTANTIAL CONTRIBUTION
TO IMPROVEMENT OF USSR'S 1974 TRADE BALANCE WITH US. END
COMMENT).

2. DOW'S NEGOTIATIONS WITH SOVIETS ON ESTABLISHMENT OF
MOSCOW OFFICE MOVING SLOWLY, WHICH IS PAR FOR THE COURSE.
DOW REP SAID HE WAS ORGANIZING VISIT BY DOW CHAIRMAN GERSTACKER
TOMOSCOW DURING JANUARY 1974, AT WHICH TIME HE HOPED THAT
HIGH-LEVEL INTERVENTIONS WOULD EXPEDITE PROGRESS ON OFFICE.
MELENCAMP

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